



latest word

issue 24

April 2013

Results or Excuses?

“You can have results or excuses, not both.”

So the first quarter of 2013 has come and gone, the school mid-term breaks are over and no doubt, the second quarter of 2013 will come and go as quick. (and the third, and the fourth ...)

So the big question is, what have you to show for those first three months of the year?

Had you any goals, had you any plans to achieve those goals, and what actions did you actually take? Maybe you are working towards a longer term goal, are you on track?

Maybe you were hoping to have some more clients or business, maybe you hoped to improve your health and fitness, or maybe you had a personal finance goal such as clearing a loan or saving some money?

I'm all for hope, but until they accept it at the bank in lieu of cash, it has its limitations.

When we *'hope for'* things to happen for us, we unconsciously create two possibilities, maybe it will happen or maybe it won't happen

The knock on effect is doubt, lack of certainty and loss of control. We reduce our responsibility in the outcomes of our own lives. And if we are not fully responsible for the outcomes in our own lives, then who is? When we don't take 100% responsibility, we hand away our power and weaken ourselves in some way.

It's a results driven world. It either did happen or it didn't, something was either achieved or it wasn't. Once we get that idea into our heads, it opens the way for honesty, reality and change.

I'm not saying the plan has to work every time, I'm not saying that an element of luck or circumstances don't come into play from time to time but you will achieve more when you take *'luck'* or *'circumstance'* out of the equation and add in *'total responsibility'*. In some ways, you need to be more unreasonable with yourself.

YOU CAN HAVE
RESULTS
- OR -
EXCUSES
NOT BOTH

So back to quarter 1 of 2013, did you have some clear outcomes you wanted? I mean very clear and specific i.e. an exact measurable result by a specified time and date. If you didn't have very clear outcomes, you probably fell short on results in Q1. Without clear targets, it's not possible to hold yourself properly accountable, and you lose the opportunity to be honest with yourself, which is a catalyst for change.

So wanting more clients, or to be healthier or to do better at work is too vague. How will you know if you have achieved it and isn't that range just too wide.

If a politician promises to improve all the lives of every citizen in the country, and the week before the next election he drops into every house in the country with a cup of tea and a chocolate biscuit for everybody, has he made good his promise? Well assuming every person loves a cup of tea and a chocolate biscuit, then he has? A vague promise, vague accountability, vague results.

Your goals should be very specific, ambitious while being realistic and have a deadline. If a goal isn't ambitious, it's hard to get excited or motivated by it.



If you didn't set clear and measurable goals, then go back now and do some.

If you did have some clear and specific targets for Q1 2013, did you get a result? Yes or No?

There's a difference between saying "I didn't get the result but" and "I didn't get the results because".

Find reasons, not excuses.

It's not about getting the result first time. You can have a plan to achieve a result and some aspects of that work and others don't. That's called life. However, it is essential to learn from what did work and didn't work and change your approach.

On the other hand, when you try to justify why something didn't work, instead of accepting it didn't, you avoid being honest with yourself, and when you lie to yourself, who really loses, at the end of the day?

"If the referee hadn't disallowed that goal then blah, blah, blah ..."

"If the government had done something about it then blah, blah, blah"

"If that doctor had done his job properly then blah, blah, blah"

You may change how you feel about a result by adding an excuse, but it doesn't change the result.

It's the result you have to live with, not what cudda, wudda or shudda happened.

So, it's today;

- Are you clear about what you want?
- Do you have clear and specific goals?
- Have you got a plan?
- Do you have a deadline?
- On what date and time are you going to ask yourself, did I or didn't I achieve it?
- Are you going to answer with a clear Yes or No?
- Are you prepared to be 100% responsible for the outcomes in your life and business?
- Are you committed to doing what you need to do to achieve the results you want?
- Are you committed to being honest with yourself, changing your actions when needed and persevering until you achieve your goal?

Is it unreasonable for me to say, don't be disappointed if you don't get what you want, if you are not prepared to do what it takes to achieve it? Get clear, get moving and get results.



Last word

Thanks for taking the time to read our "latest word"

Feedback on our newsletters is always welcome and gratefully received. joe@fwf.ie.

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